

Message Text

CONFIDENTIAL

PAGE 01 CAIRO 13323 101653Z
ACTION NEA-10

INFO OCT-01 ISO-00 SS-15 L-03 EB-08 /037 W
-----073876 101711Z /53

R 101516Z AUG 77
FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 8186
INFO AMCONSUL ALEXANDRIA
AMEMBASSY DAMASCUS

C O N F I D E N T I A L CAIRO 13323

STADIS//////////

DEPT FOR ASSISTANT SECRETARY SOBER

E.O. 11652: GDS
TAGS: EINV ETRD EG US
SUBJ: FORD MOTOR COMPANY

REF: A) ALEXANDRIA 0818, B) CAIRO 11124

1. EGYPTIAN ELECTRICITY AUTHORITY (EEA) SUBMITTED RESULTS OF BID EVALUATION, WITH PROPOSED AWARDS TO US SUPPLIERS, TO USAID ON JULY 29, 1977. USAID CONDUCTED REVIEW OF EVALUATION AND NOTIFIED AID/W OF OUR CONCURRENCE IN RECOMMENDED AWARDS PER REF B ON AUGUST 4.

2. TENDER (IFB) COMPRISED 15 ITEMS. FORD SUBMITTED BID ON ONE ITEM ONLY. FORD BID ITEM 12 FOR 50 MICROBUSES. FORD OFFER SELECTED AS LOW RESPONSIVE BID BY EEA AND PROPOSED FOR AWARDS. ERROR IN NUMBER BUSES REPORTED PARA 2, REF A POSSIBLE RESULT OF CONFUSION BETWEEN IFB ITEM NUMBER AND /OR FACT SPECIFICATIONS CALLED FOR 12- SEAT BUS.

3. USAID HAS COMPLETED COPIES OF BID SUMMARY AND RESULTS EEA EVALUATION. EEA IS REPORTED PROCEEDING CONTRACTUAL ARRANGE
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PAGE 02 CAIRO 13323 101653Z

MENTS WITH ALL SUCCESSFUL BIDDERS AND WILL NOTIFY USAID UPON INITIATION APPROPRIATE LETTERS OF CREDIT. USAID REGULATIONS, WHICH ARE INCORPORATED IN LOAN AGREEMENTS WITH GOE, REQUIRE BUYERS TO AWARD TO BIDDER WHOSE PRODUCT MEETS SPECIFICATIONS. IS LOWEST IN PRICE, AND FULFILLS TERMS AND CONDITIONS OF THE IFB. EEA AND USAID HAVE DETERMINED THAT FORD BID FOR MICROBUSES MEETS REQUIREMENTS. USAID WOULD NOT PERMIT AWARD TO OTHER

BIDDER IF FORD BID REJECTED FOR ANY REASON OTHER THAN FAILURE MEET CRITERIA OUTLINED ABOVE. AID FINANCING OF TRANSACTION WOULD BE WITHDRAWN LEAVING BUYER OPTION OF CANCELLING PURCHASE OR UTILIZING OTHER GOE FOREIGN EXCHANGE.

4. FYI: FIRST DIRECT FORD MOTOR COMPANY BID ON AID FINANCED TRANSACTION WAS SUBMITTED ON IFB FOR 2,00 FARM TRACTORS FOR EL NASCO COMPANY, MIN/INDUSTRY, MARCH 14, 1977. BID READ AT PUBLIC BID OPENING AND EVALUATED FAIRLY. AWARD WENT TO LOW RESPONSIVE BIDDER, MEASEY- FURGUSON. FORD ALSO SUBMITTED OFFER FOR TRUCK-TRAILER PROCUREMENT CONDUCTED BY MIN/SUPPLY IN JUNE. FORD DID NOT RECEIVE AWARD AS OTHER US SUPPLIERS LOWER IN PRICE. IN CONJUNCTION AID FINANCED BUS PROCUREMENT, US SUPPLIER WARD BUS CO., RECENTLY CLEARED SEVERAL FORD MANUFACTURED MAINTENANCE VANS THROUGH ALEXANDRIA CUSTOMS. VANS ARE OWNED AND OPERATED BY WARD AND WILL BE UTILIZED IN PERFORMING WARRANTY MAINTENANCE ON 1,600 BUSES PURCHASED BY MIN/TRANSPORTATION WITH AID FINANCING.
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Message Attributes

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